

CATALYSTS FOR COMMERCE



JOHN F. REINHART
CEO & EXECUTIVE DIRECTOR, VIRGINIA PORT AUTHORITY



A map of Virginia highlighting six major ports: Virginia Inland Port, Richmond Marine Terminal, Newport News Marine Terminal, Norfolk International Terminals, Virginia International Gateway, and Portsmouth Marine Terminal. Each port is marked with a ship icon. The map shows a network of highways connecting these ports and other major cities across the state. The text 'SIX TERMINALS. UNLIMITED POSSIBILITIES.' is prominently displayed at the bottom.

**SIX TERMINALS.
UNLIMITED POSSIBILITIES.**

HAMPTON ROADS HARBOR

NEWPORT NEWS
MARINE TERMINAL

VIRGINIA INTERNATIONAL
GATEWAY

FUTURE CRANEY ISLAND
MARINE TERMINAL

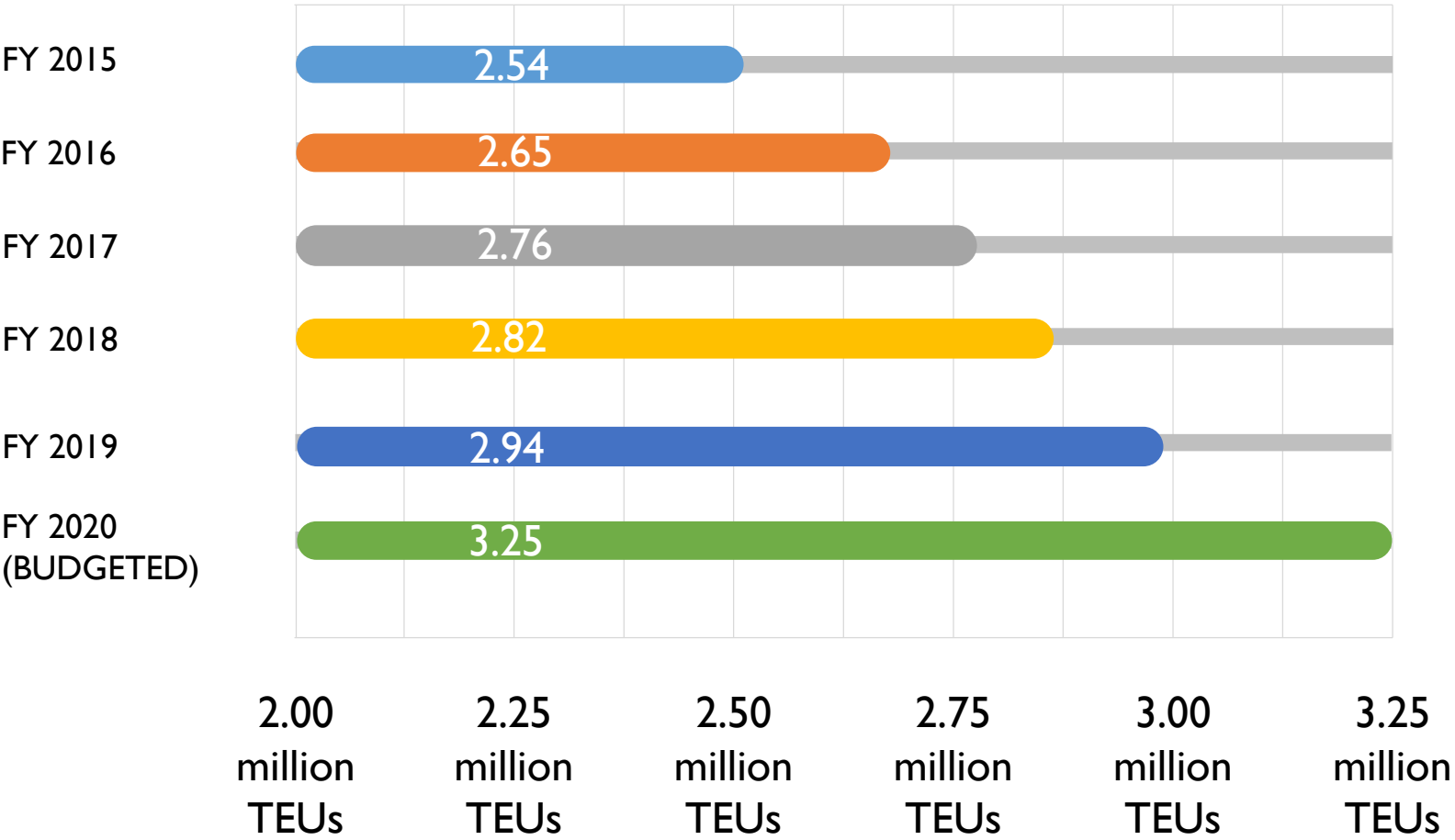
NORFOLK
INTERNATIONAL
TERMINALS

PORTSMOUTH MARINE TERMINAL



RECORD-SETTING VOLUMES

We are handling more than 400,000 TEUs more than we did in FY2015 – a 15% increase.

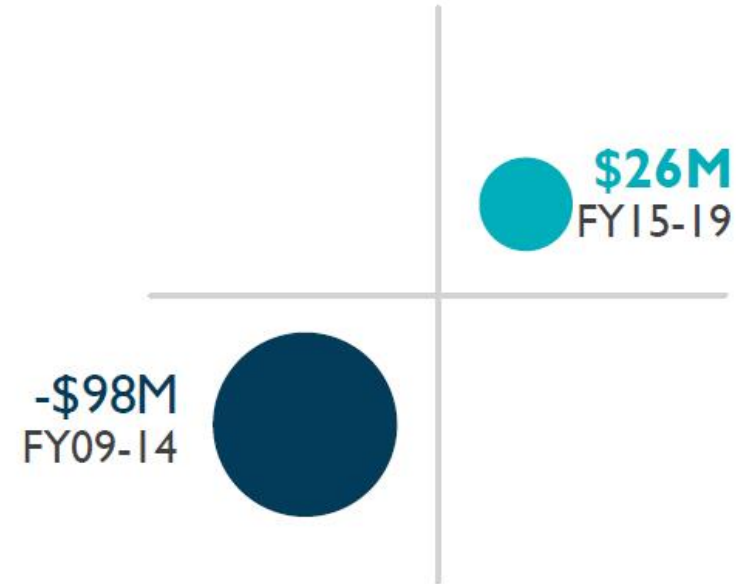


FISCAL FORTITUDE

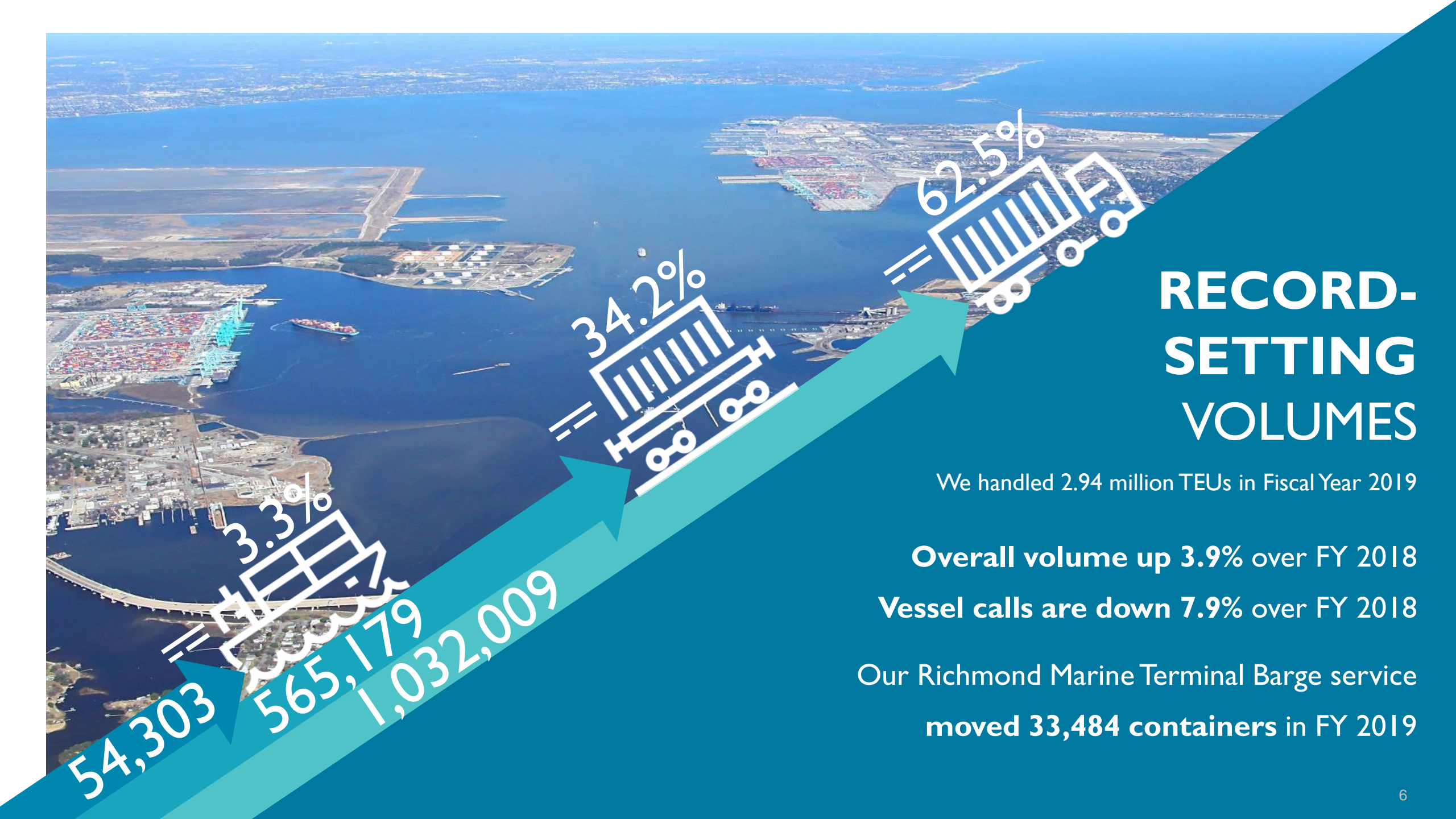
FIVE CONSECUTIVE YEARS OF PROFITABLE GROWTH



Record-setting growth – particularly over the past five years – have helped cement the port's status as a global gateway.



Sustainable fiscal growth over the past five years has enabled the port to make critical investments in its people, equipment, and technology.



54,303
565,179
1,032,009

3.3%

34.2%

62.5%

RECORD- SETTING VOLUMES

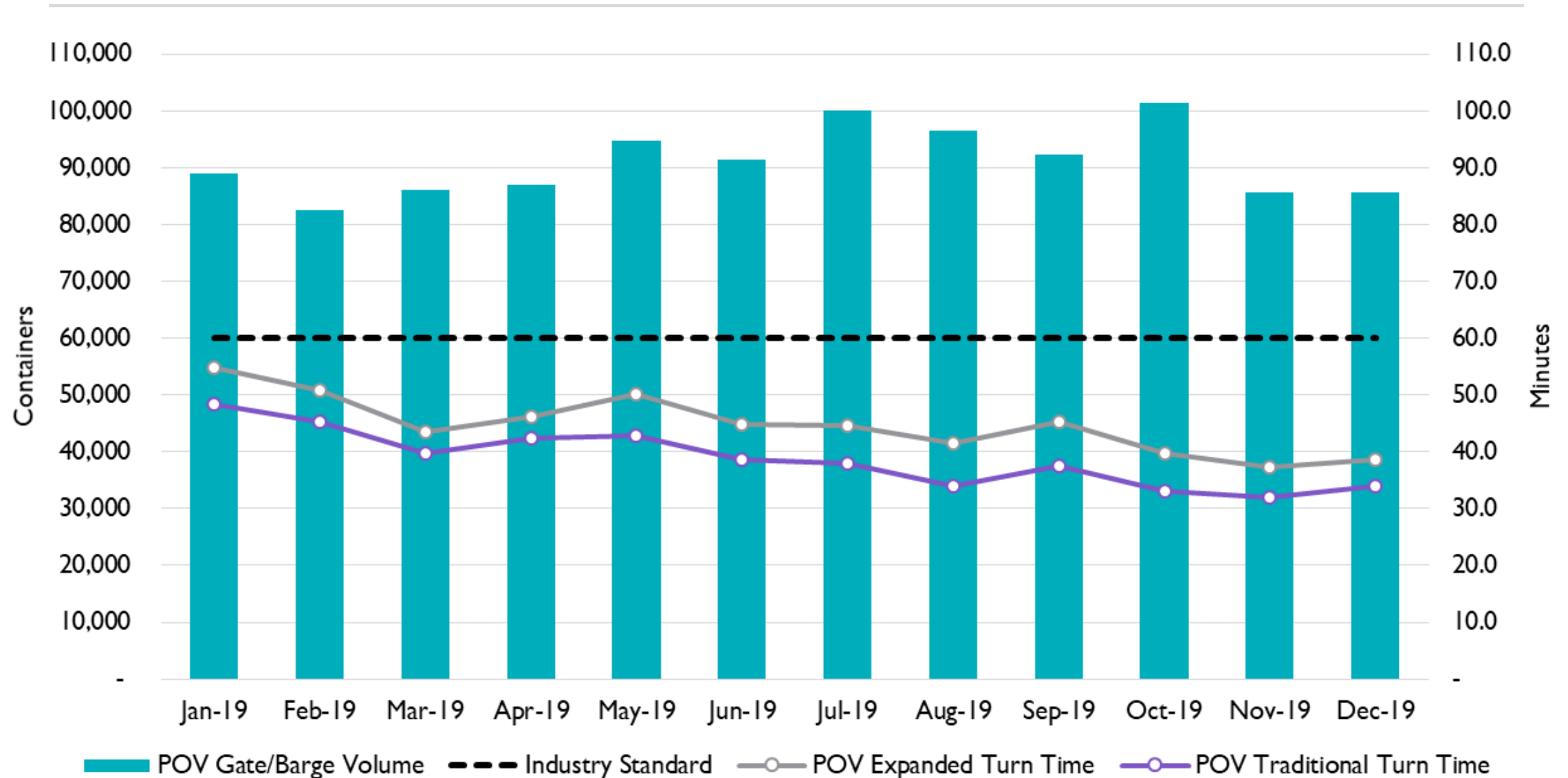
We handled 2.94 million TEUs in Fiscal Year 2019

Overall volume up 3.9% over FY 2018

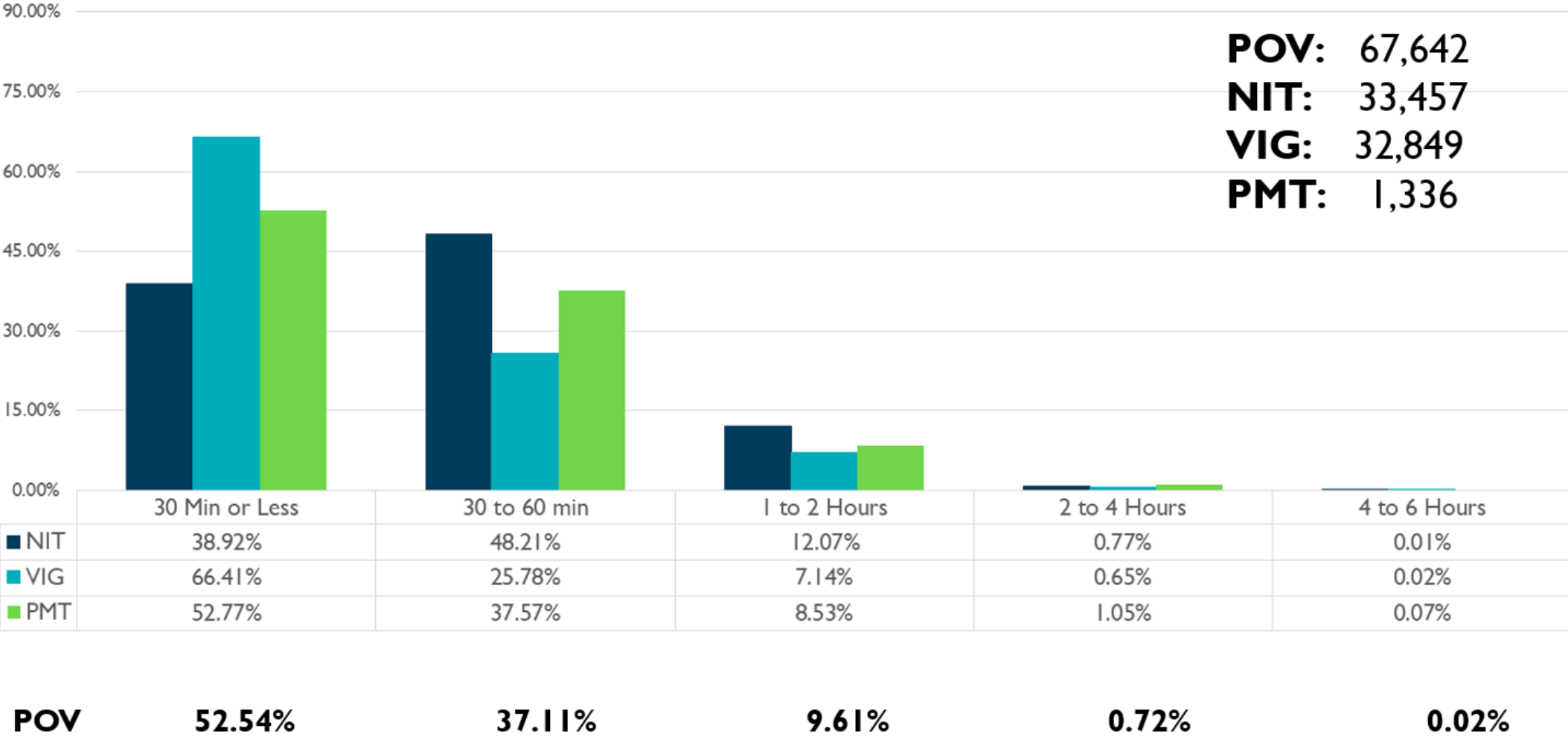
Vessel calls are down 7.9% over FY 2018

Our Richmond Marine Terminal Barge service
moved 33,484 containers in FY 2019

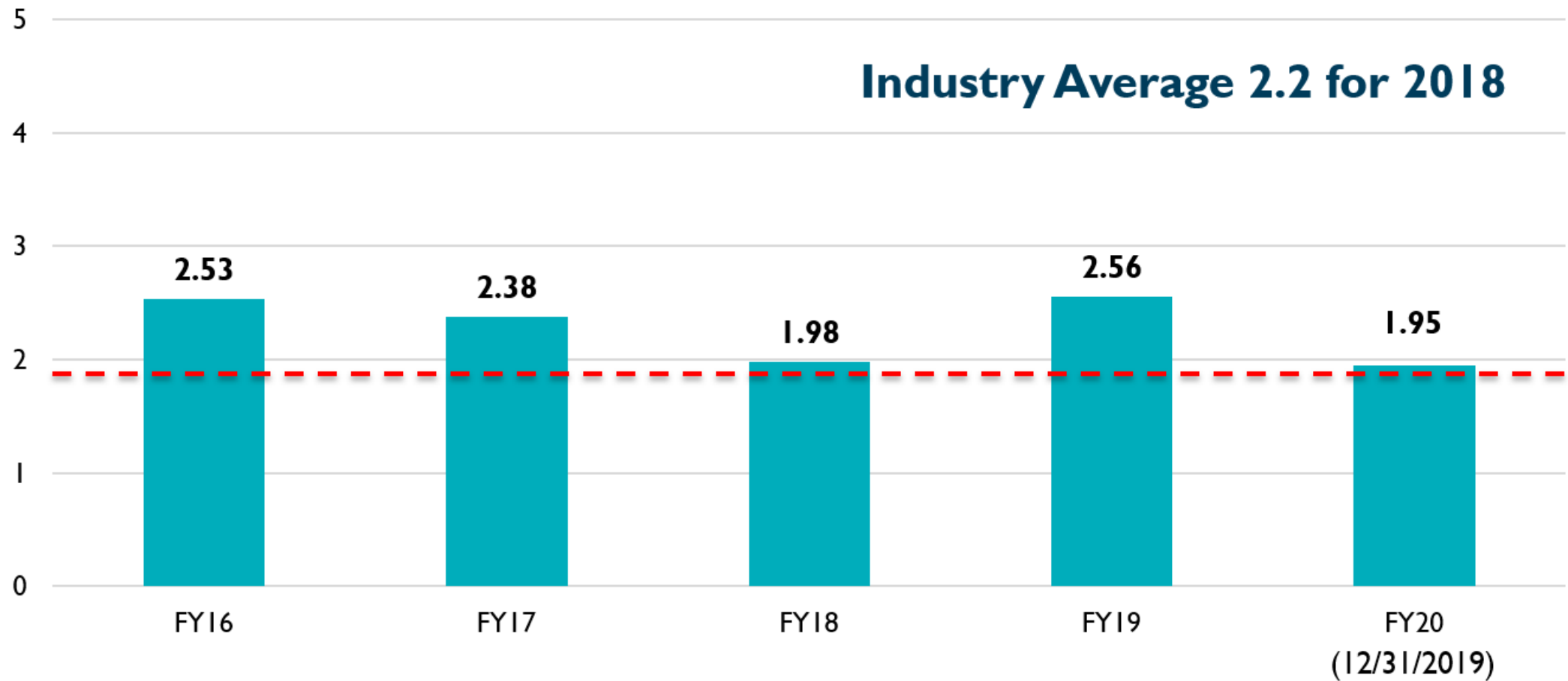
POV GATE TURN TIMES




TRADITIONAL TURN TIME – DEC 2019

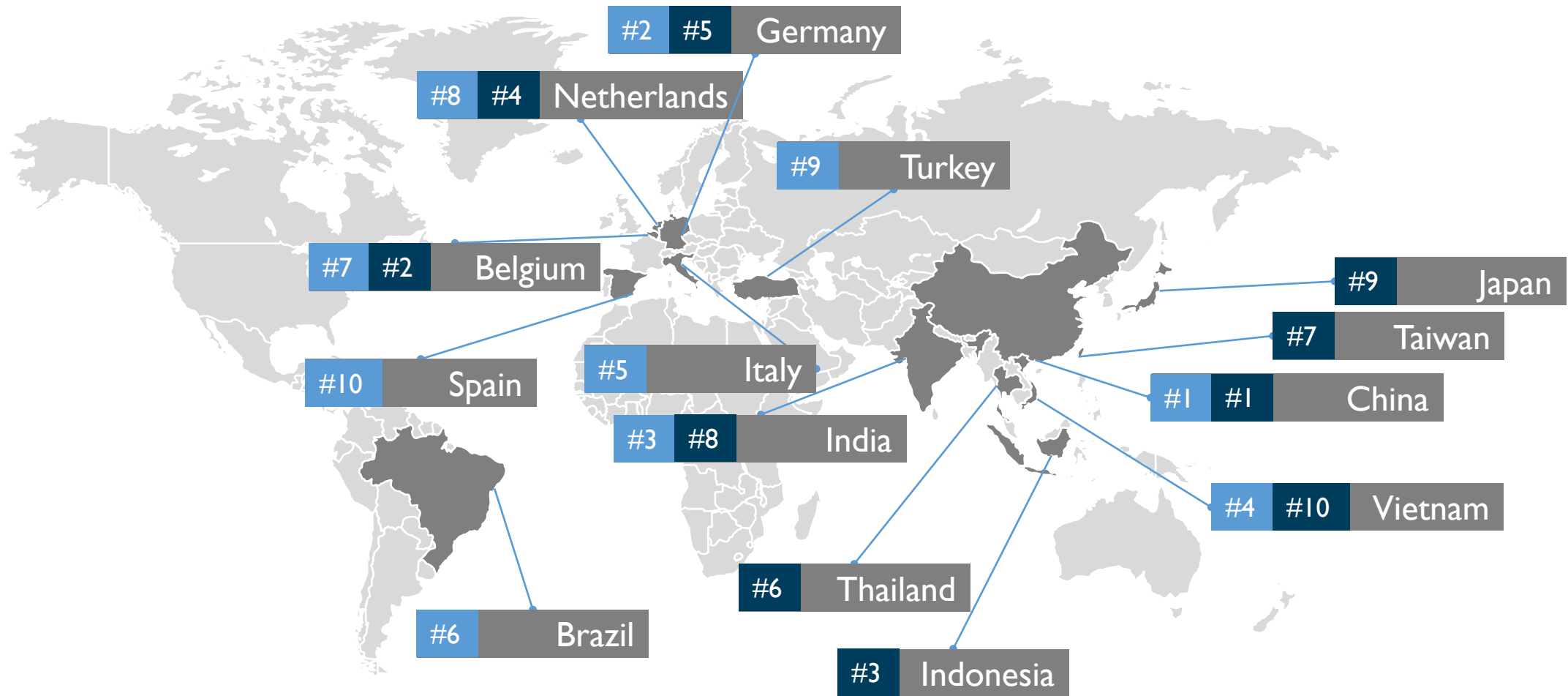


POV OSHA LOST WORK DAY RATE





TOP COMMODITIES (TEUs)	
EXPORT	IMPORT
Logs and Lumber	Furniture
Soybeans and Products	Auto Parts
Paper and Paperboard; Incl Waste	Plastic Products
Wood Pulp	Toys
Pet and Animal Feeds	Paper and Paperboard; Incl Waste
Grocery Products	Auto and Truck Tires and Tubes
Field Seeds and Bulbs	Fabrics; Incl Raw Cotton
Auto Parts	Hardware
Woodenware	Sheets, Towels, Blankets
Poultry	Metalware



Top Trading Partners



The Port of Virginia is unique in that we are a balanced port. In FY18, 47 percent of our cargo went to markets around the world and 53 percent came in as imports.



THE PORT OF VIRGINIA

GLOBAL REACH

DIRECT SERVICE TO 80 PORTS

Direct links to:

- Asia
- Africa
- Caribbean/Central America
- Europe
- India Sub-Continent/Middle East
- Mediterranean
- South America

26 weekly shipline services

- Weekly calls by region:
- Africa (1)
- Asia (10)
- Caribbean/Central America (1)
- Europe (6)
- India Sub-Continent/Middle East (2)
- Mediterranean (4)
- South America (2)

QUICK ACCESS BY RAIL



VIRGINIA INTERNATIONAL GATEWAY (VIG) RAILYARD

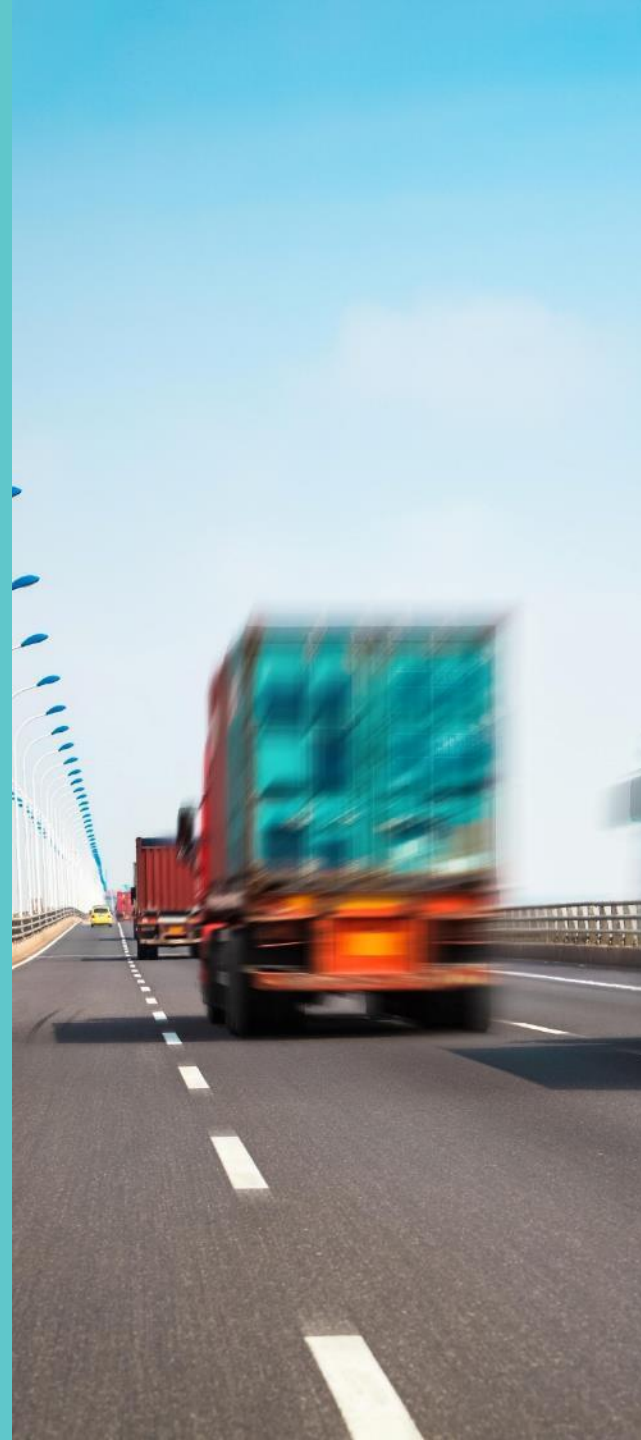


OCTOBER 3, 2019

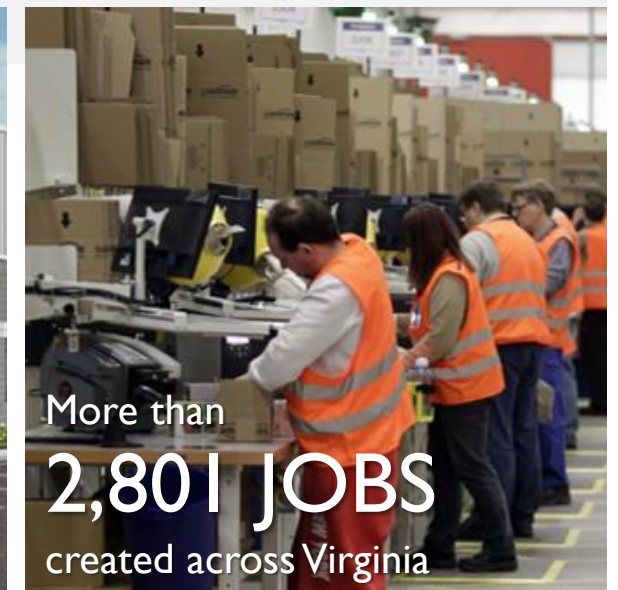


WE BELIEVE

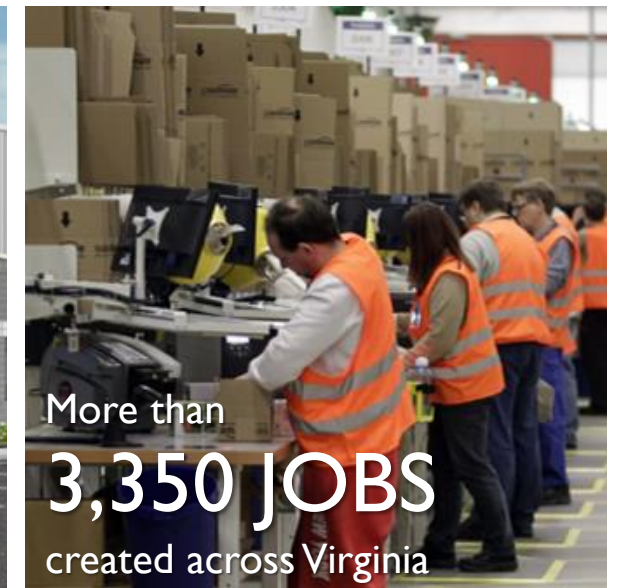
quick, reliable access to goods leads to a stronger economy – and a better life – for our customers, communities, our commonwealth and our country.



CATALYSTS FOR COMMERCE: FY 2019

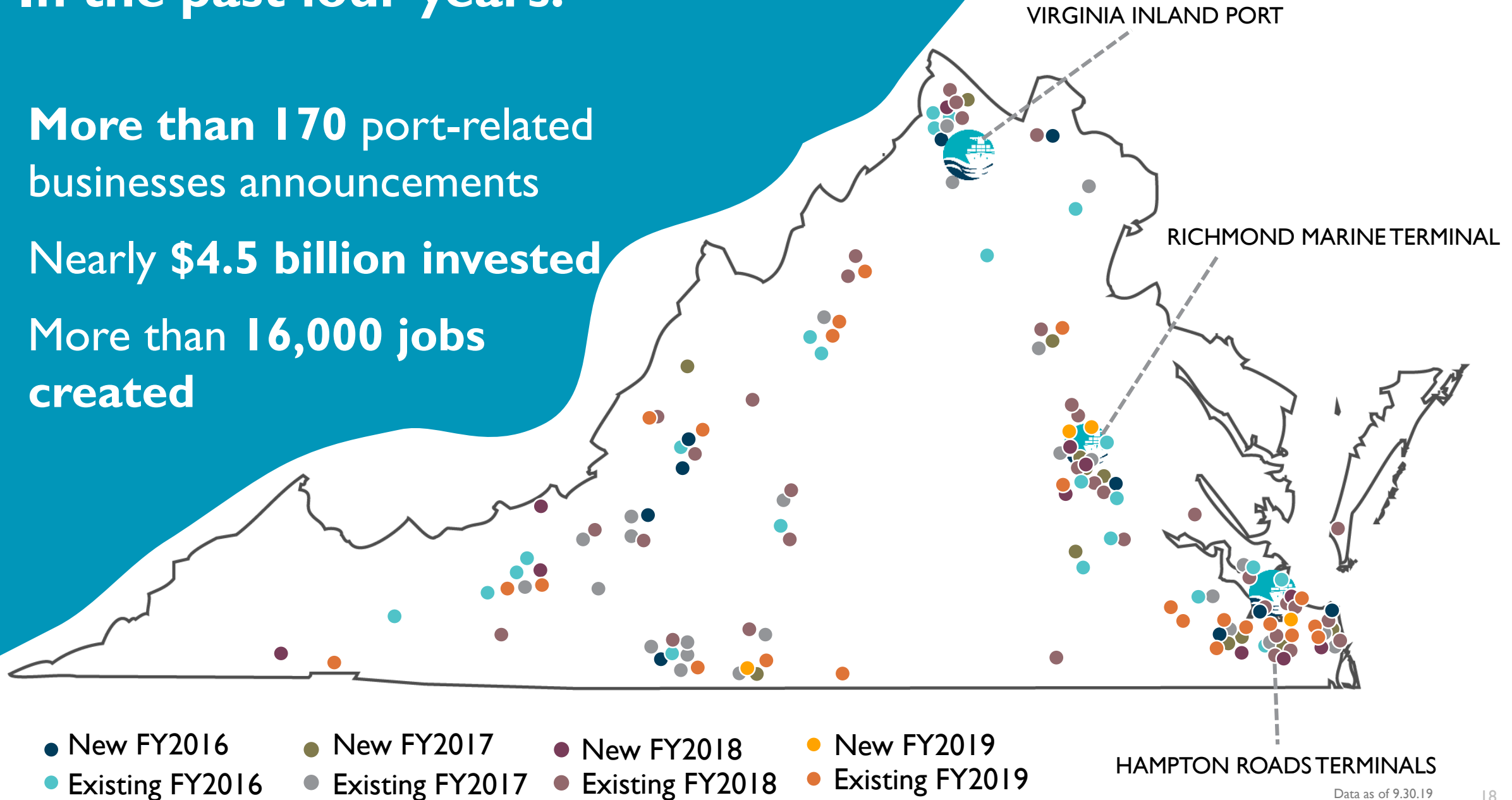


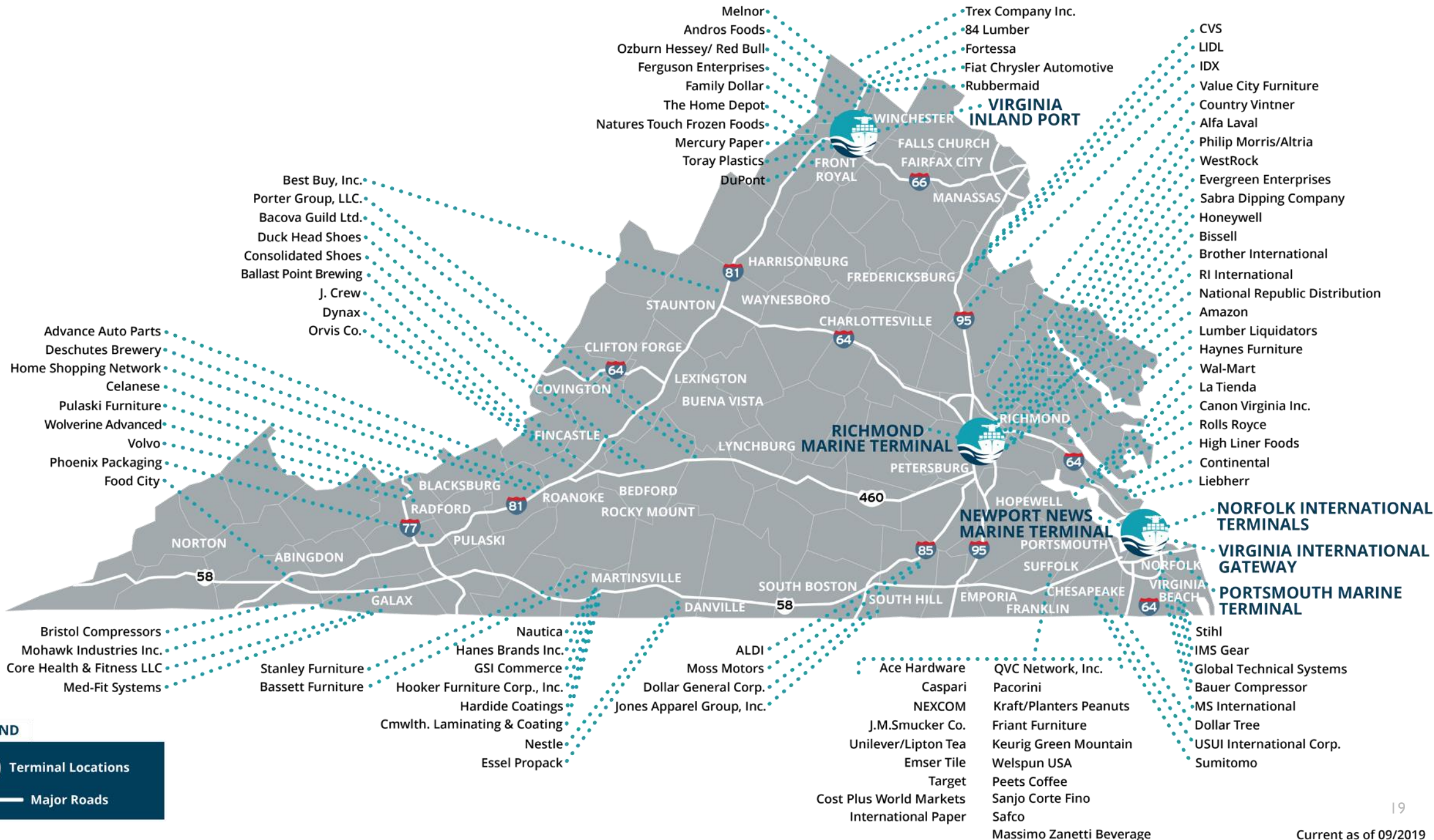
CATALYSTS FOR COMMERCE: CY 2019



In the past four years:

- **More than 170** port-related businesses announcements
- **Nearly \$4.5 billion invested**
- **More than 16,000 jobs created**





PORT ECONOMIC IMPACT - FY13 RESULTS

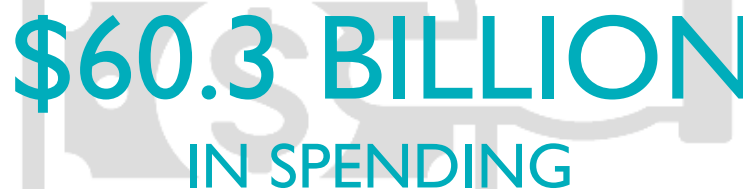


18.0 MILLION
TONS OF CARGO MOVED

\$17.5 billion
in Virginia
labor income



374,464
JOBS IN VIRGINIA



\$60.3 BILLION
IN SPENDING

\$1.4 billion
in state and
local taxes
and fees

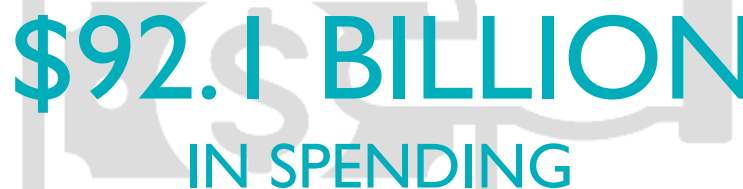


\$30.5 BILLION
IN VA GSP

PORT ECONOMIC IMPACT - FY18 RESULTS



22.1 MILLION
TONS OF CARGO MOVED



\$92.1 BILLION
IN SPENDING

\$23.0 billion
in Virginia
labor income

\$2.1 billion
in state and
local taxes
and fees



397,094
JOBS IN VIRGINIA



\$39.3 BILLION
IN VA GSP

SPENDING



GROSS STATE PRODUCT



28.7%
INCREASE

\$30.5 BILLION
IN VALUE-ADDED GSP



\$39.3 BILLION
IN VALUE-ADDED GSP

FY13

FY18

EMPLOYMENT

9.5%
OF VA RESIDENT
EMPLOYMENT



LABOR INCOME

7.0%
OF VA TOTAL LABOR
INCOME



STATE & LOCAL TAXES AND FEES

4.2%
OF VA STATE & LOCAL
REVENUES

46.2%
INCREASE

\$1.4 BILLION
IN STATE & LOCAL REVENUES



\$2.1 BILLION
IN STATE & LOCAL REVENUES

FY13

FY18



Ocean Carrier Consolidation

90% of cargo moving through The Port of Virginia is carried by the three major alliances.



Infrastructure

Larger Vessels require more on-terminal resources on land and deeper and wider shipping channels.



West Coast Diversification

Increasing numbers of businesses are diverting cargo to the US East Coast to reduce risks to supply chains.

Industry Challenge:

To remain competitive, ports must be able to move cargo safely, swiftly, and sustainably inside – and outside – their gates.

WE HAVE A HISTORY OF WELCOMING BIG SHIPS

A 69% increase in size in under five years.

2014: 8,500 TEUs

2015: 9,000 TEUs

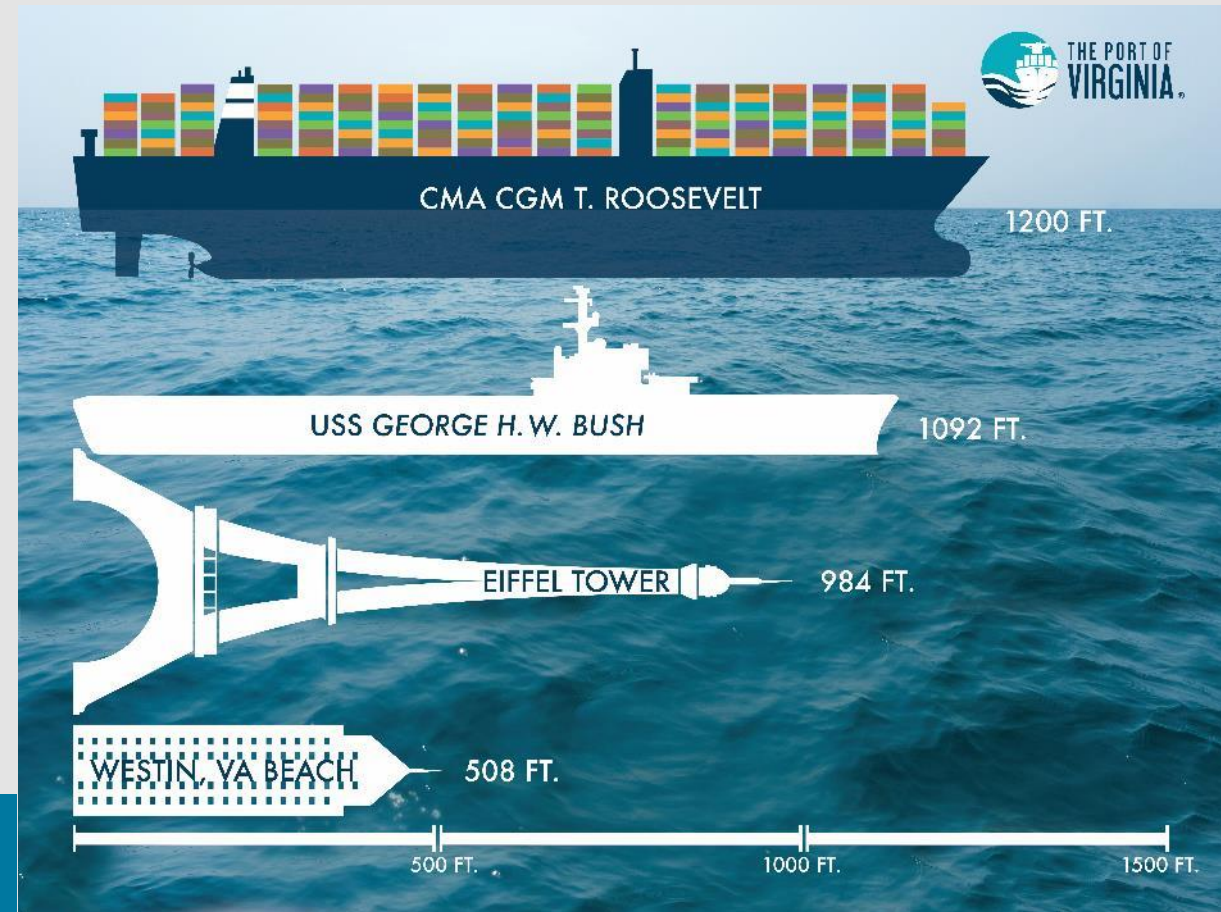
2016: 10,500 TEUs

2017 (May): 13,098 TEUs

2017 (July): 13,300 TEUs

2017 (Aug): 14,400 TEUs

2019 (May): 15,300 TEUs





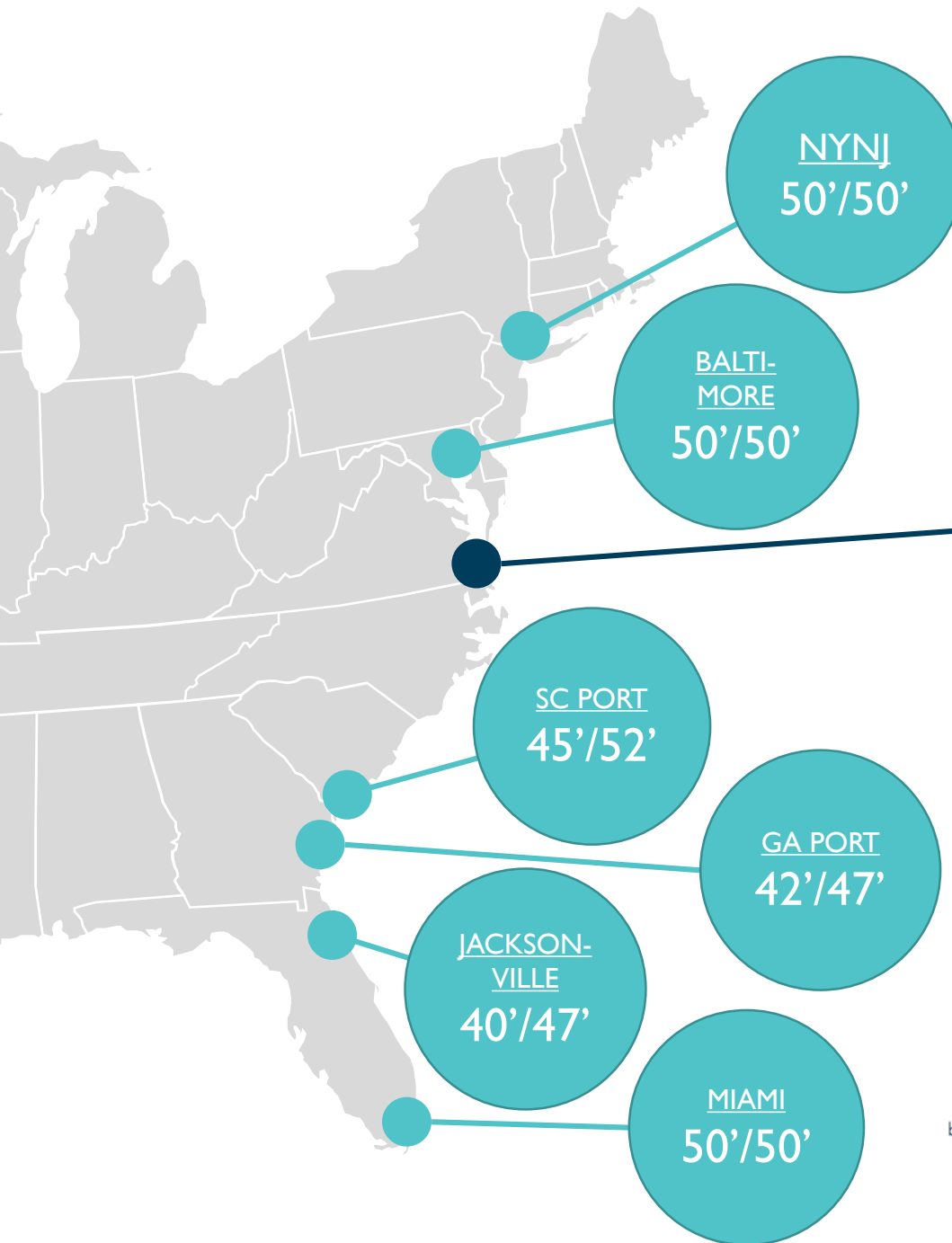
THE NEW NORMAL

90% OF CARGO is carried by THREE
ALLIANCE GROUPS using FEWER and
LARGER VESSELS



EAST COAST PORT DEPTHS

By 2025, The Port of Virginia will be the only port of the US East Coast with a 55+’ channel depth.



THE PORT OF
VIRGINIA®

50' / 55+'



NOV '17

The governor-elect's proposed budget includes the cost for the dredging project's preliminary engineering and design



MAY '18

The Virginia Legislature approves \$350 million for the project's engineering, design and construction



JUN '18

The U.S. Army Corps of Engineers gives its final approval for it to move ahead



EARLY '20

Construction on deepening the channel to 55 feet and widening in certain areas begins*

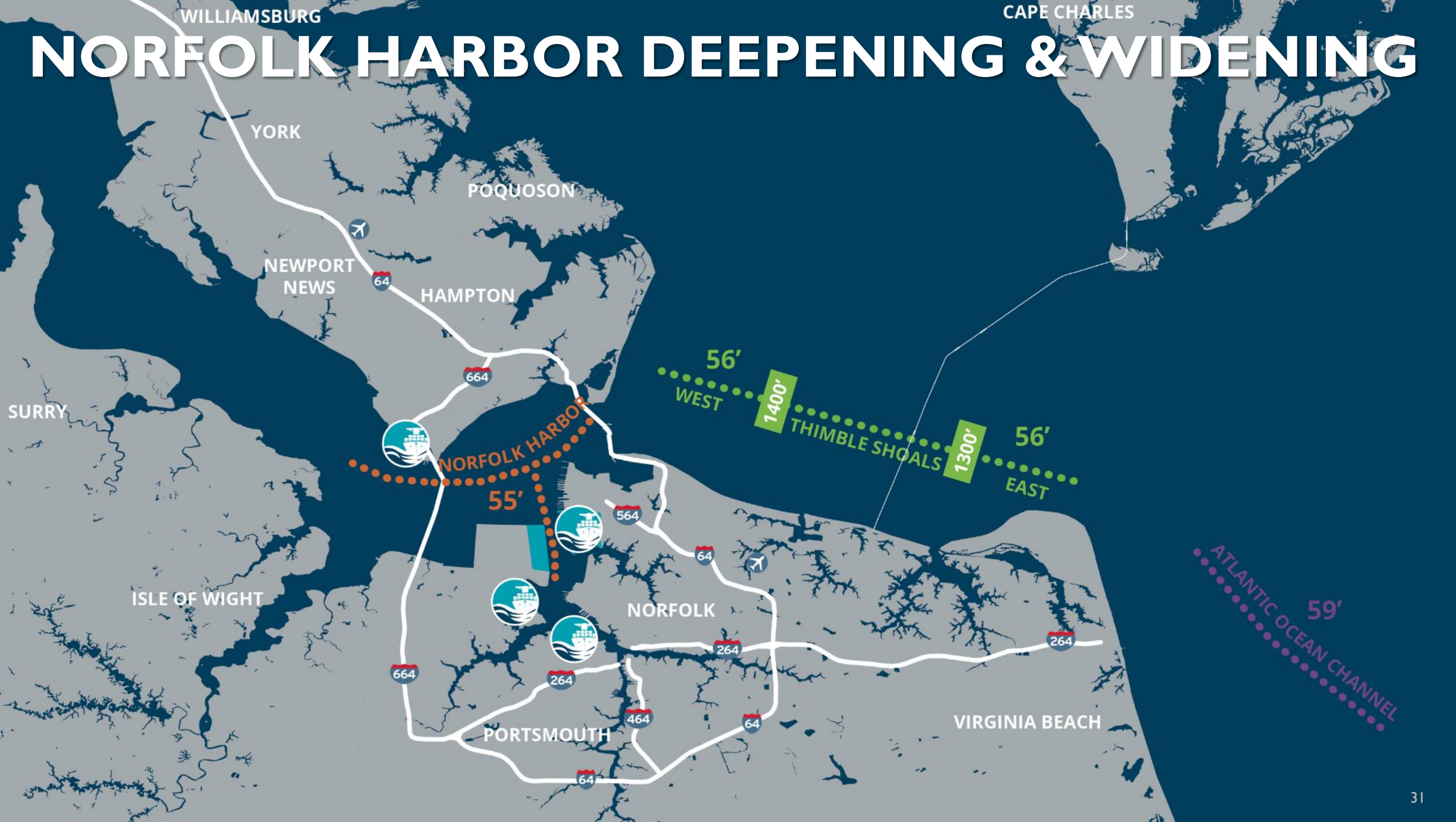


EARLY '25

The dredging work is complete, and Virginia is home to the deepest port on the U.S. East Coast*

**Proposed schedule*

NORFOLK HARBOR DEEPENING & WIDENING





BUILDING THE CAPACITY FOR GREATNESS

We end one chapter of our infrastructure improvements and **begin a new era of service.**

VIRGINIA INTERNATIONAL GATEWAY

RENDERING...

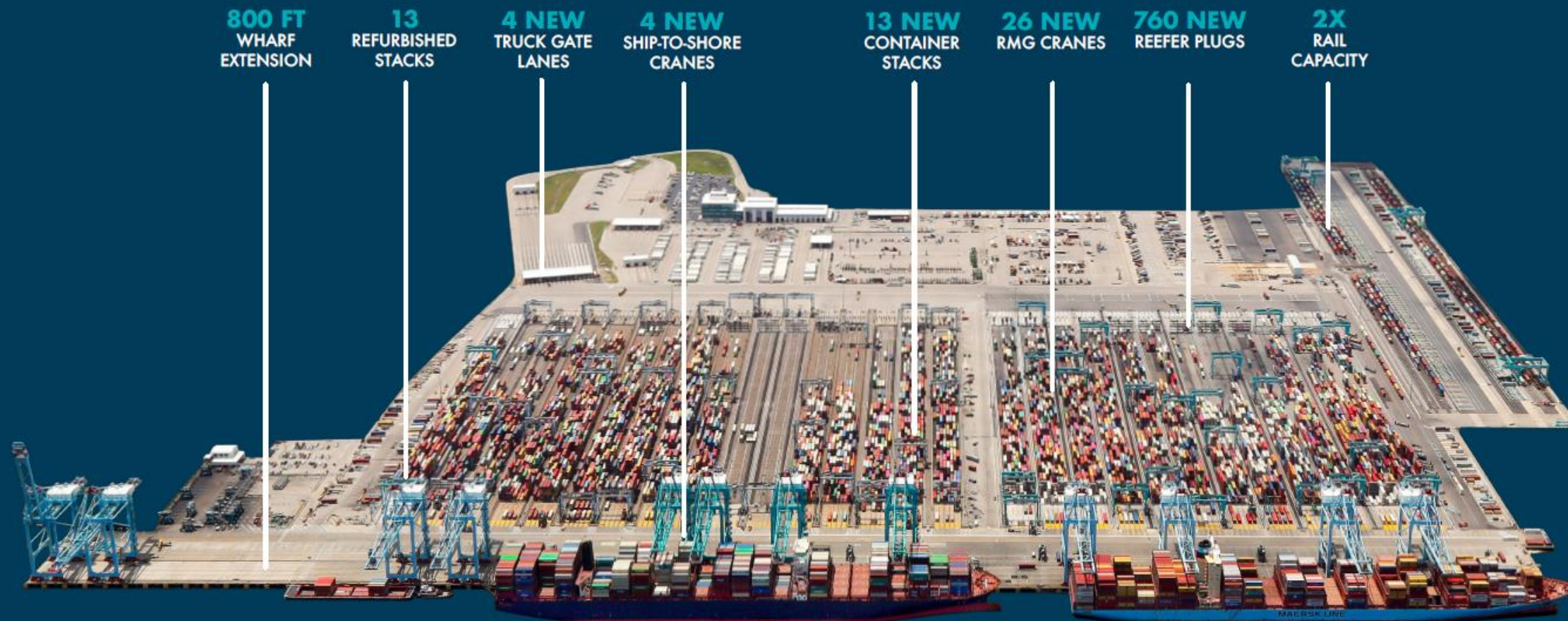
An aerial photograph of a large port facility. A massive container ship is docked at a pier on the left, its deck covered in a dense stack of multi-colored shipping containers. Several large blue gantry cranes are positioned along the pier, some with their booms extended over the ship. The pier itself is a vast expanse of concrete, filled with hundreds of thousands of shipping containers stacked in neat rows, creating a vibrant mosaic of red, blue, yellow, and green. To the right of the pier, there are large parking lots filled with vehicles, including trucks and cars. In the background, there are green spaces with trees and a body of water. The word "REALITY" is superimposed in large, white, bold, sans-serif capital letters across the center of the image.

REALITY

JUNE 25, 2019

VIRGINIA INTERNATIONAL GATEWAY

RECORD VOLUMES, RECORD SERVICE



POV VOLUME ↑ 3.9%
VIG VOLUME SHARE ↑ 7%



The share of POV cargo handled at VIG grew from 40% to 47% in FY19.

TRUCK VOLUME ↑ 13%
TURN TIMES ↓ 45%



A turn-time is amount of time a motor carrier spends on terminal picking-up, or dropping-off a container. Reducing turn-times benefits the motor carrier.

CARGO VOLUME ↑ 11%
PRODUCTIVITY ↑ 18%



Productivity is a measure how efficiently cargo flows across the terminal (without sacrificing safety). The new capacity is allowing us to increase productivity.

RAIL VOLUME ↑ 6%
DWELL TIME ↓ 22%



Rail dwell is the amount of time an import container waits on terminal before it is loaded onto a train.

Volume data compares FY18 to FY19. Operational metrics compares the first month of the FY19 (July) to the last month of FY19 (June).

NORFOLK INTERNATIONAL TERMINALS

2020:

- 1.2 million annual container capacity at NIT (+46%)
- 26 lane truck gate at NIT North, 16 lanes at NIT South
- Direct connectivity to I-564
- Plan for 2 additional ship-to-shore cranes

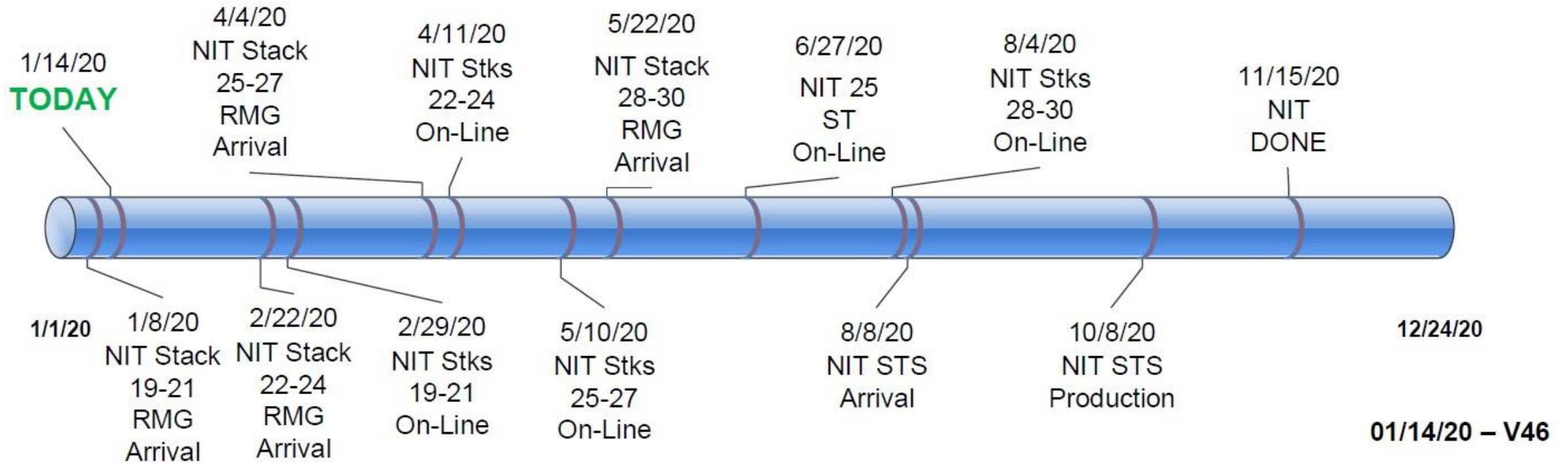
RENDERING...





REALITY

TIMELINE



A photograph of an offshore wind farm with multiple wind turbines stretching across the horizon over a blue sea under a bright sky. The text is overlaid on the right side of the image.

The Port of Virginia is ready to move
Virginia's Green Economy forward.

 Approx number of
UK homes powered



1991

Vindeby
0.4MW

 200



2000

Middelgrunden
2MW

 1,500

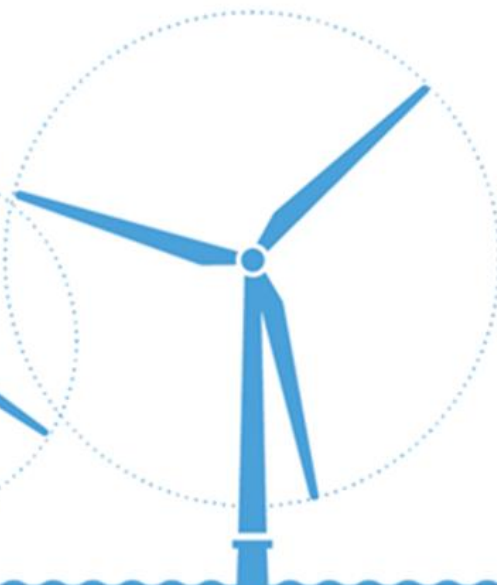
Statue
of Liberty
93m



2013

London Array
3.6MW

 3,100



2017

Burbo Bank Extension
8MW

 7,100

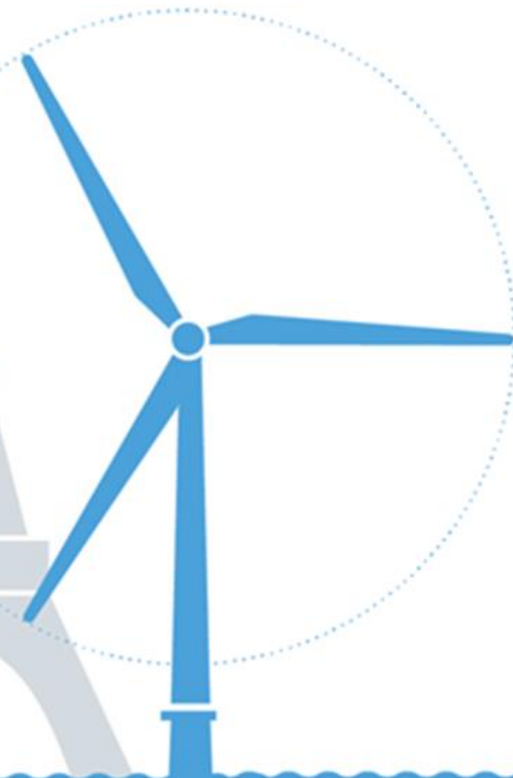
Eiffel Tower
324m



2019 tested

GE Haliade-X
12MW

 15,000



PORTSMOUTH MARINE TERMINAL (PMT)



NEWPORT NEWS MARINE TERMINAL (NNMT)





2020

NIT Phase I, VIG

Total port capacity:
4.6 MILLION TEUs

Capacity to handle
>40% of volume by rail



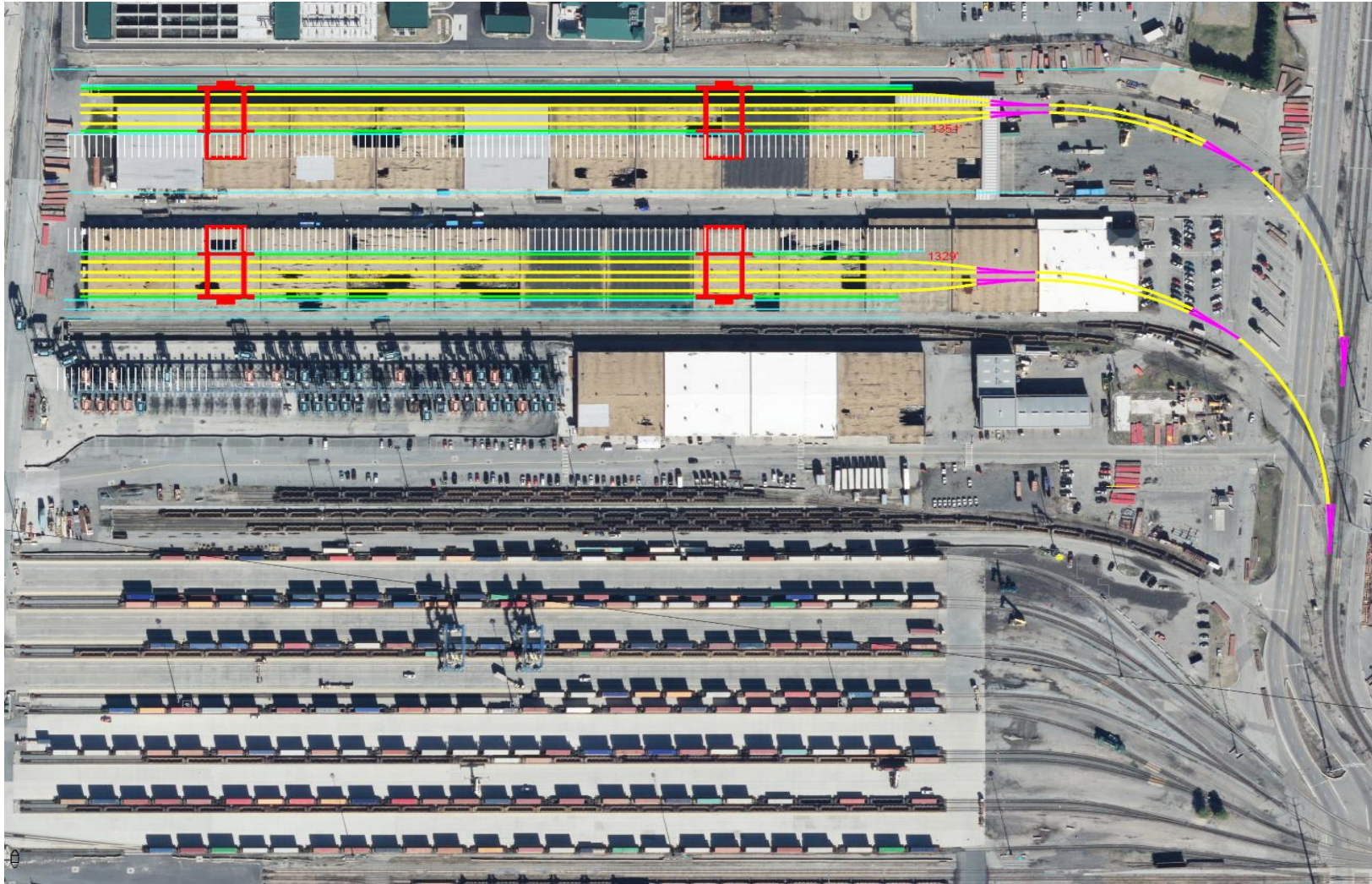
2030

NIT Phase II complete

Total port capacity:
6.0 MILLION TEUs

Capacity to handle
>49% of volume by rail

NIT CRY EXPANSION PORT INFRASTRUCTURE DEVELOPMENT GRANT





2065

Craney Island Phase I
& II complete

Craney Island capacity
when complete:
5.0 MILLION TEUs

Total port capacity:
9.6 MILLION TEUs

Capacity to handle
>45% of volume by rail



THE PORT OF
VIRGINIA®